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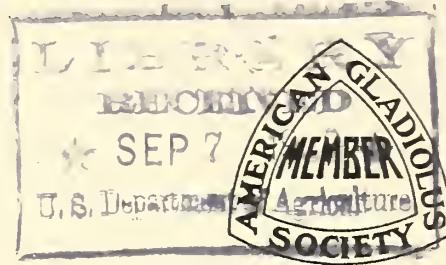
TRADE BULLETIN No. 1.

1924-5

HORNBERGER'S GLADIOLI

STRONG STRAIN BULBS

F. C. HORNBERGER
HAMBURG, N. Y.



TERMS: All orders accepted subject to prior sale. All bulbs quoted are prepaid to your address, and we will be responsible for delivery, but shipment is optional with us, and if you demand shipment in cold weather we will ship as instructed but will not be responsible for delivery, and can not replace such shipments if frozen. This rule does not apply to Californian or Southern shipments.

CASH WITH ORDER, or 25% down and balance before shipment. Orders will be held until April 1st, and if not paid will forward C. O. D. for balance due. ALL ORDERS for less than \$10.00 are net cash with order.

IMPORTANT NOTICE—Very few growers ship quantity lots prepaid; kindly note this cost on larger sizes in particular if you live over 500 miles from shipping point, for this reason we require cash before shipment to enable us to meet this increased cost of business.

Bulbs priced per 100 and 25 at 100 rate. 1000 bulbs at 9 times 100 rate, or 5000 bulbs at 4½ times 1000 rate, 5000 bulbets at 4½ times 1000 rate. Price of peck or bushel of bulbets sent on application.

We are quoting price per single bulb; also per dozen. Six bulbs will be sold at dozen rate. If you want smaller sizes figure same ratio as given on larger sizes.

OUR BULBS are clean, healthy, young, first and second year stock. We exercise every care to keep stock true to name, and will refund price or replace any stock which may accidentally become mixed in handling. All stock listed grown on new, clean soil.

We do not SUBSTITUTE without permission. As some sizes are always limited or sold early, kindly give us permission to send size near to one ordered to save correspondence, and give prompt service.

Where we are PERMITTED to make substitution of any size or bulbets, OUR SELECTION we will add for this privilege 10% extra stock of same variety ordered. This will be in addition to our regular generous treatment in filling each order. Where we are permitted to substitute a different variety, OUR SELECTION of sizes of bulbets, we will add 15% extra stock. Please note our Prim-Hybrid mixture consists of named varieties, Angola, Albion, Myra, Capella, and many other fine varieties.

We are listing a "BLUE MIXTURE." This consists mainly of Nora, Conspicuous, Mr. Mark, Catherina, Muriel, Rev. Ewbank and other fine productions. This is to give you a fine assortment of blue varieties without securing each kind separately. Regular mixture, all colors, contains good named varieties which have become mixed and cannot be sold as pure stock.

ABBREVIATIONS indicate originator where known. (D) after variety indicates that same is Richard Diener origination, (K) Kundred, (Dr. H.) Dr. Hoeg, Decorah, (Mrs. A.) Mrs. Austin, (Hol.) Holland variety, (W) Wright, (Kel) Kelway, (C. Z.) Chas. Zeestraten, (J. Z.) John Zeestraten, (G) Groff.

CANADIAN PATRONS, your Government now requires a permit to import from United States, and the number of this permit must be placed on your shipment before same will be passed. We will furnish invoices, etc.

DISCOUNTS—Ten per cent discount on orders of \$50.00 and over.

1000 Bulbs at 9 times 100 rate, 5000 bulbs at 4½ times 1000 rate; 5000 bulbets at 4½ times the 1000 rate. Price per peck or bushel on application. Prices of planting stock, per dozen or less see page terms of sale, etc. Price per 100 bulbs 25 at 100 rate.

| | | each | Doz. | No. 1 | No. 2 | No. 3 | No. 4 | No. 5 | No. 6 | Bulblets |
|---------------------------|---------------------------------------|-------|-------|-------|-------|-------|-------|-------|-------|------------|
| | | No. 1 | No. 1 | 1½" | 1¼-1½ | 1-1¼" | ¾-1" | ½-¾" | ¼-½" | 1000 Qts. |
| ALICE TIPLADY (K) | Orange safron prim | .10 | 1.00 | 4.00 | 3.00 | 2.50 | 2.00 | 1.50 | 1.00 | 1.00 4.00 |
| ANNA EBERIUS (D) | Velvety purple | .15 | 1.50 | 8.00 | 6.00 | 4.50 | 2.80 | 1.80 | 1.30 | 1.50 8.00 |
| ARLON (K) | Large light salmon extra prim | .10 | 1.00 | 4.50 | 3.50 | 2.50 | 2.00 | 1.50 | 1.00 | 1.50 4.00 |
| BETREX (MRS. A.) | Strong tall white | .10 | 1.00 | 4.00 | 3.50 | 3.00 | 2.00 | 1.50 | 1.00 | 1.00 4.00 |
| BUTTERBOY (K) | Yellow buttercup color | .20 | 2.00 | 10.00 | 8.00 | 6.00 | 4.00 | 3.00 | .... | 5.00 20.00 |
| BYRON L. SMITH (K) | Lavender Orchid, delicate .. | .15 | 1.50 | .... | .... | 3.20 | 2.50 | 1.50 | 1.00 | 1.50 |
| CATHERINA | Tall blue, strong grower | .10 | 1.00 | 6.00 | 4.00 | 3.00 | 2.00 | 1.50 | .... | 1.00 4.00 |
| CHATEAU THIERY (VOS) | Orange scarlet | .10 | 1.00 | 4.50 | 4.00 | 3.00 | 2.00 | 1.00 | .75 | 1.00 5.00 |
| CONSPICUOUS | Pansy blue, attractive | .10 | 1.00 | 5.00 | 4.00 | 2.00 | 1.50 | 1.00 | .... | .50 1.00 |
| CRIMSON GLOW (B) | Crimson Red, Strong grower | .10 | 1.00 | 6.00 | 5.00 | 3.50 | 2.00 | 1.50 | 1.00 | 1.00 3.00 |
| DICK | Dark violet blue velvety blotch | .10 | 1.00 | 6.00 | 5.00 | 3.50 | 2.00 | 1.50 | 1.00 | 1.00 3.00 |
| DOROTHY WHEELER (K) | Fine pink prim | .10 | 1.00 | 8.00 | .... | 6.00 | .... | 2.00 | .... | 1.00 3.00 |
| ELORIA | White Attractive marking | .15 | 1.50 | 12.00 | 9.00 | 8.00 | 6.00 | 4.00 | 2.00 | .... .... |
| E. J. SHAYLOR (K) | Rose Pink Ruffled | .10 | 1.00 | 6.00 | 5.00 | 4.00 | 3.00 | 2.00 | 1.50 | 1.50 6.00 |
| EUROPA | Pure White, late variety | .10 | 1.00 | 6.00 | 5.00 | 4.00 | .... | .... | .... | 2.00 |
| EVELYN KIRTLAND (MRS. A.) | Tall pink rose ... | .10 | 1.00 | 5.00 | 3.50 | 2.00 | 1.50 | 1.00 | .... | 1.00 2.00 |
| FLORA | Tall yellow, slightly tinted | .10 | 1.00 | 4.50 | 3.50 | 2.40 | 2.00 | 1.50 | 1.00 | 1.00 3.00 |
| GOLD (DR. H.) | Extra yellow one of the best | .30 | 3.00 | 20.00 | 15.00 | 13.00 | 10.00 | 8.00 | .... | 6.00 |
| GOLD DROP (K) | Yellow prim hybrid | .30 | 3.00 | 15.00 | 12.50 | 10.00 | 7.50 | 6.00 | .... | .... .... |
| GOLDEN GLORY (K) | Ruffled yellow | .15 | 1.50 | 8.00 | 6.50 | 5.10 | 3.90 | 2.90 | .... | 4.00 20.00 |
| GOLDEN MEASURE (KEL) | Deep yellow extra ... | .15 | 1.50 | 10.00 | 8.00 | 6.00 | 5.00 | 4.00 | 3.00 | 4.00 20.00 |
| HERADA (MRS. A.) | Giant Mauve, autumn shade . | .10 | 1.00 | 4.00 | 3.00 | 2.00 | 1.00 | .75 | .50 | .50 1.00 |
| JEWELL (C. T.) | Pink with golden throat | .15 | 1.50 | 9.00 | 7.50 | 6.00 | 4.00 | 2.00 | .... | 7.00 |
| JOE COLEMAN (K) | Ruffled red strong grower ... | .15 | 1.50 | 7.00 | 5.00 | 3.00 | 2.00 | 1.50 | 1.00 | 1.00 4.00 |
| LE M. FOCH (HOL.) | Large early pink | .10 | 1.00 | 3.00 | 2.00 | 1.50 | 1.00 | .75 | .50 | .50 2.00 |
| LOUISE (W) | Lavender Large Flower | .10 | 1.00 | 7.00 | 5.00 | 2.50 | 2.00 | 1.50 | .... | 1.80 6.50 |
| MAIDEN BLUSH | Early pink prim | .10 | 1.00 | 5.00 | 4.00 | 3.00 | 2.00 | 1.50 | .... | 2.50 7.00 |
| MAJENTA (K) | Tyrian Beauty tall fine | .10 | 1.00 | 8.00 | 6.00 | 4.00 | 2.50 | 1.50 | 1.00 | 1.50 |
| MARY FENNEL (K) | Lavender pink | .10 | 1.00 | 5.00 | 4.00 | 3.00 | .... | .... | .... | 1.00 3.00 |
| MARY PICKFORD (K) | Cream white | .10 | 1.00 | 6.00 | 4.50 | 3.50 | 2.50 | 1.50 | 1.00 | 1.50 5.00 |
| MARSHAL FOCH (K) | One of the best pinks | .20 | 2.00 | 9.00 | 8.00 | 6.00 | 4.50 | .... | .... | 7.00 |
| MASTER WEITSIE | Tall violet red | .10 | 1.00 | 5.00 | 4.00 | 3.00 | 2.00 | 1.00 | .75 | 1.00 4.00 |
| MAINE (V) | White tall | .30 | 3.00 | .... | .... | 6.00 | 4.00 | 3.00 | .... | 2.00 10.00 |

OUR PREPAID PRICES WILL SAVE YOU MONEY

| | each | Doz. | No. 1 No. 1 | 1½" 1¼-1½ | No. 2 1-1¼" | No. 3 ¾-1" | No. 4 ½-¾" | No. 5 ¼-½" | No. 6 1000 Qts. | Bubbles |
|--|------|------|----------------|--------------|----------------|---------------|---------------|---------------|-----------------------|---------|
| MONA LISA (K) Lovely Lavender Pink | .15 | 1.50 | 8.00 | 7.00 | 6.00 | 5.00 | 3.50 | 2.50 | 5.00 | .... |
| MR. MARK Blue deep color | .10 | 1.00 | .... | .... | 4.00 | 2.50 | 1.50 | 1.00 | 1.00 | 4.00 |
| MRS. DR. NORTON (K) Cream pink extra | .10 | 1.00 | 7.00 | 5.00 | 3.50 | 3.00 | 2.50 | 1.50 | 1.00 | 4.00 |
| MRS. WM. FREYER (K) Orange Scarlet | .10 | 1.00 | 5.00 | 4.00 | 3.00 | 2.00 | 1.00 | .75 | 1.00 | 4.00 |
| MURIEL Extra blue large | .10 | 1.00 | .... | .... | 3.00 | 2.50 | 1.50 | 1.00 | 1.00 | 4.00 |
| MYRA (K) 4x Tall pink prim | .10 | 1.00 | 5.00 | 3.50 | 2.50 | 1.50 | 1.00 | .75 | 1.00 | 2.00 |
| MAJESTIC (HOLLAND) Bright orange | .10 | 1.00 | 5.00 | 3.00 | 2.40 | 1.80 | 1.00 | .75 | 1.50 | 4.00 |
| NINETEEN TEN ROSE (K) Rose early pink | .10 | 1.00 | 5.00 | 4.00 | 2.50 | 1.50 | 1.00 | .75 | 1.00 | 3.00 |
| NORA Light blue | .10 | 1.00 | 3.50 | 2.50 | 2.00 | 1.50 | 1.00 | .75 | 1.00 | 3.00 |
| ORANGE GLORY (K) Orange Massive spike | .10 | 1.00 | 8.00 | 6.00 | 4.00 | 3.00 | 2.50 | 1.50 | 1.50 | .... |
| PINK WONDER (KEMP) Large pink flowers | .10 | 1.00 | 8.00 | 6.00 | 5.00 | 3.50 | 2.50 | 1.50 | 2.00 | 7.00 |
| PRIDE OF LANCASTER (K) Rose Pink ruffled ... | .10 | 1.00 | 6.00 | 5.00 | 4.00 | 3.00 | 2.00 | 1.50 | 2.00 | 8.00 |
| PURPLE GLORY (K) Giant ruffled garnet | .30 | 3.00 | 17.00 | 12.00 | 10.00 | 8.00 | 6.50 | .... | .... | 8.00 |
| REV. EWBANK, Pale blue tall spike | .15 | 1.50 | 8.00 | 6.00 | 4.00 | 3.00 | 2.00 | 1.50 | 3.00 | 10.00 |
| RICHARD DIENER (D) Geranium Pink | .30 | 3.00 | 25.00 | 22.00 | 15.00 | 12.00 | 10.00 | .... | 20.00 | .... |
| ROSE ASH (D) Color Ashes of Roses | .20 | 2.00 | 8.00 | 6.00 | 4.50 | 3.50 | 2.50 | .... | 3.00 | .... |
| RUBINI Orange scarlet | .10 | 1.00 | 7.00 | 6.00 | 4.00 | 2.50 | 1.50 | 1.00 | 1.50 | 5.00 |
| SCARLANO (K) Scarlet ruffled | .10 | 1.00 | 7.00 | 5.00 | 4.00 | 3.00 | 2.00 | 1.00 | 1.00 | .... |
| SOUVENIER Tall deep yellow prim | .20 | 2.00 | 10.00 | 8.00 | 6.00 | .... | .... | .... | 5.00 | .... |
| SYDONIA Similar to color of Eberius | .10 | 1.00 | 6.00 | 4.00 | 2.50 | 1.00 | .75 | .... | 2.00 | 4.00 |
| THOS. T. KENT (D) Shell Pink Marked | .10 | 1.00 | 7.00 | 6.00 | 5.00 | 4.00 | .... | .... | 2.00 | .... |
| WHITE WONDER (KEMP) White tall | .20 | 2.00 | 8.00 | 6.00 | 5.00 | 3.50 | 2.50 | 1.50 | 2.00 | 7.00 |
| WILLIS E. FREYER (K) Large Deep Violet | .20 | 2.00 | 10.00 | 8.00 | 5.50 | 3.50 | 2.00 | 1.25 | 2.00 | 15.00 |
| FRANK SYMMES (D) Ruffled peach red | .10 | 1.00 | 8.00 | 7.00 | 6.00 | 4.00 | .... | .... | 2.00 | .... |
| JACK LONDON (D) Tall light salmon | .10 | 1.00 | 8.00 | 7.00 | 6.00 | 4.00 | .... | .... | 2.00 | .... |
| MRS. H. BOTHIN (D) Geranium pink ruffled | .15 | 1.50 | 12.00 | 10.00 | 8.00 | 7.00 | .... | .... | 10.00 | .... |
| MIXED COLORS NAMED, ETC., above varieties .. | .05 | .50 | 1.50 | 1.25 | 1.00 | .50 | .35 | .25 | .... | 1.00 |
| MIXED PRIM HYBRIDS named varieties | .05 | .50 | 2.00 | 1.50 | 1.25 | .75 | .50 | .... | .... | 1.00 |
| MIXED NAMED "BLUE" VARIETIES | .10 | 1.00 | 5.00 | 4.00 | 3.00 | 2.00 | 1.00 | .... | 1.00 | 4.00 |

TO THE TRADE

SOUTHERN GROWERS—Please note that we can supply LE M. FOCH stock dug in midsummer from our plantings at Oakland, Fla. This stock is now well cured, and is ready to start growing. It will give you better results for early winter planting than late dug Northern stock which will give better results for later plantings. We have on hand approximately 7000 No. 1 and No. 2, 7000 No. 3, and about 6 bushel planting sizes. If interested, we will quote you special prices.

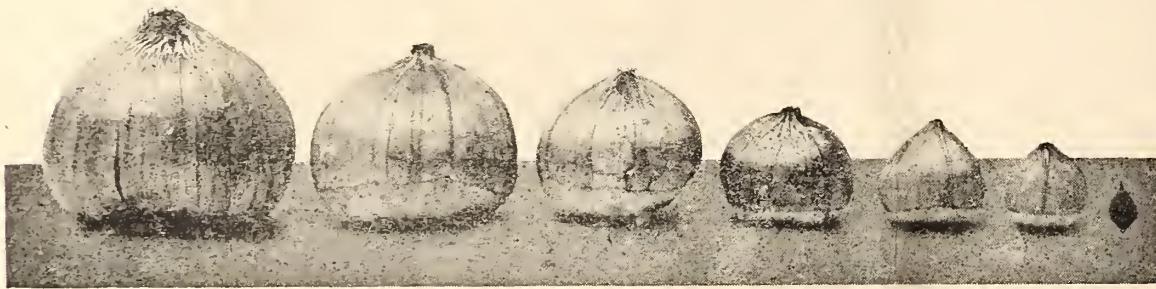
F. C. HORNBERGER

R. F. D. No. 2

HAMBURG, N. Y.

Hamburg, New York, Jan. 1, 1925.

OUR PREPAID PRICES WILL SAVE YOU MONEY



Hornberger's "Strong Strain" Gladioli, shown above. Six standard sizes, graded large, grown from small bulblets, first year. Largest $2\frac{1}{4}$ inches in diameter. (Photograph) Our Prepaid Prices on all stocks means an extra big discount over F. O. B. Prices. 1000 No. 1 bulbs properly packed, will weigh approximately 150 lbs.